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Today's turbulent business climate and increasing demands such as transparency plus consumer and legal requirements, necessitates carefully balanced development of your business or activities.

Whether you run a milk-testing laboratory, a dairy factory, or a company who need services or want to sell products within the dairy sector - I can assist you in doing so!



Examples of assignments for previous clients

Uniform and fair farmer settlement

An international dairy, which have recently merged with more dairy coops moves towards one uniform settlement model. Due to differences in local procedures and national legislation this is a challenge. Using my international experience within this field, I have been able to uncover differences and assist in outlining a way to reach a common settlement scheme.

Lift to Colombian milk payment analyses.

Assuring trustworthy laboratory results is essential to improving raw milk hygiene. We have assisted the government in developing a national bacteria conversion equation meeting international standards.



What I can do for you?

Assist in developing appropriate farmer payment schemes and regulations to suit different regions and market needs
Introduce measuring equipment and methods to new markets
Help national focused laboratories become international in terms of reach and harmonization of work procedures and results

My key competences

- Throughout my working life, I have been linking milk laboratories, researchers and dairy processors worldwide, recognizing the challenges of getting analytical results transformed into useful information and simultaneously gaining thorough knowledge of different cultural and organisational mind sets within the dairy sector
- I possess in-depth knowledge about milk analyses and sample handling from many years of troubleshooting analytical errors.
- I have a good understanding of farm and dairy hygiene.
- I am adaptable, service minded and fit easily into customer organizations
- I speak Danish, Scandinavian, English, and some German.

My professional carrier and past experiences

RAW MILK CONNECT, 5 years as consultant and partner.

All tasks related to start-up of a small entrepreneurial company such as development and adjustment of business models, development of marketing material and sales presentations. My assignments have centred around development of motivating and uniform farmer quality settlement systems. For instance quality schemes for medical residues somatic cell cells and bacteria; in particular development of national bacteria conversion equations. I have also had assignments related to introduction of instruments to the dairy market.

FIL-IDF, co-project leader of 2 working groups on conversion of routine bacteria counts into reference units

FOSS, 20 years of experience working as product manager and product specialist within the international raw milk testing industry.

Top-class technical sales support and customer support has been my main focus. I have assisted clients in implementing our instruments in their own labs and achieving accreditation, plus explaining the concept to legislators and dairy factories. However, also development, testing and approval of instruments and methodologies on national and international level were part of my everyday tasks.

Dairycompany ESBJERG, 3 years as product developer and technical support of the lab
My main tasks were producing new products according to the concepts and specifications of our international clients.

In addition I have had short term engagements with the **Danish Central Milk Testing Laboratories** (instrument operator) **Danish Food Administration** (harmonization of laboratory working procedures) and the **Danish Jockey Club** (pedigree recording)

Education



MSc Dairy Technology specialized in milk hygiene from the Agricultural University of Copenhagen.

One year of vocational training in Dairy Technology at the Dalum Dairy School.

During my professional career I have continuously updated my knowledge of the dairy sector in general and in particular of all aspects of hygiene i.e. analytical and legal issues plus on farm and plant hygiene incl. hygienic design via participation in training courses and international conferences. Furthermore I have gained valuable sales in-sight, when working as a product manager and received intensive sales training.